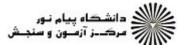
1794/1-/-7

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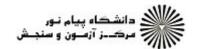
11: ** تعداد سوالات: تستى: 30 تشريحي: ٠ سری سوال: یک ۱ زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰ عنوان درس: زبان تخصصی ۱،زبان تخصصی ۲،زبان تخصصی۲ **رشته تحصیلی/کد درس:**(مدیریت دولتی ۱۲۱۲۰۲۳ - ، مدیریت صنعتی ۱۲۱۲۰۳۴ - ، مدیریت بازرگانی ۱۲۱۲۱۶۸ - ، مدیریت بازرگانی (چندبخشی مديريت بازرگاني، مديريت دولتي، مديريت صنعتي ١٢١٢٣٤۴ - ، مديريت دولتي (چندبخشي ١٢٣٤٠٣١ ، - ١٢١٢١٧٥ 1-The action of making people or things function together efficiently and in an organized manner is called............ 2. consumption 3. coordination 4. contradiction 1. competition 2-There's a large variety of.....in the shop. You can buy anything that you need. 2. lots 1. good 3. losses 4. goods 3-The improvement in sales figures had a(n).....influence on the company as a whole. This helpful and good event happened in last July. 1. beneficial 2. unfortunate 3. beneficially 4. unfortunately 4-A person to whom people go for advice is called.......... 2. constructor 3. commissioner 4. consultant 1. convertor 5-This university has very good lab facilities. 'Facilities' means........ 1. teachers 2. equipment 3. managers 4. students 6-The two governments will never reach an agreement unless one or the other......its demands. 2. modification 3. to modified 4. modifications 1. modifies 7-Describing a product or service publically in order to persuade people to buy or use it is called........ 2. consuming 1. revising 3. advertising 4. distributing 8-A kind of test which is used to examine tentatively the degree of the marketing success is called....... 1. text-making 2. test-marketing 3. touch-making 4. torch-making 9-Trade.....make the business difficult. They prevent people from understanding or doing something. 2. barriers 3. helpers 1. clerks 4. assistants 10-A good management depends on the successful......of many parts of an organization. 1. integrate 2. integrates 3. integrated 4. integration

1. rate 2. task 3. role 4. tool

11-The unemployment......in the underdeveloped countries has risen.

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سرى سوال: یک ۱

زمان آزمون (دقیقه): تستی: ۶۰ تشریحی: ۰

تعداد سوالات: تستى: 30 تشريحي: ٠

عنوان درس: زبان تخصصی ۱،زبان تخصصی ۲،زبان تخصصی۲

	_	لتی ۱۲۱۲۰۲۳ – ، مدیریت صنعتی ۱۲۰۳۴ گانی، مدیریت دولتی، مدیریت صنعتی ۴۴	
12-With all these foreign i	mports, our product h	as lost itsadvantage.	
1. compete	2. competes	3. competitive	^{4.} competitively
13-Their prices are high be	ecause production	are very great.	
^{1.} rates	^{2.} costs	3. stocks	^{4.} creativities
14-My father is a retired p enough for his living.	erson; he receives his.	from the government. T	his monthly payment is
^{1.} portion	^{2.} policy	3. pension	4. patience
15-The amount of money	for which something is	s sold or bought is called	
^{1.} price	^{2.} tax	3. risk	4. insurance
16-At the end of the day, t the floor of the office a		ir chairs on their desks so th ain.	at thehad to clean
^{1.} manager	^{2.} supervisor	3. director	^{4.} janitor
17-He gave some excuses	for not having been at	the meeting but those excu	ses were not very
1. convincing	^{2.} convince	3. convinces	4. convincingly
18-Like other organization environment,, and	-	esource managers must con	sider their organization's
1. races	^{2.} ranges	3. religion	^{4.} resources
19-The employees who lead	ave jobs within the org	anization must beunles	s the organization is
^{1.} replace	^{2.} replaces	3. to replaces	4. replaced
20-They need morefro statements and inform		der to improve their goods. are very important.	The consumers'
^{1.} feedback		2. stagnation	
3. checkbook		4. discouragement	
21-His sister doeswork without being forced o		two days a week. She does I	her work willingly,
^{1.} voluntary	^{2.} neural	3. forceful	^{4.} compulsory

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11:**

سری سوال: یک ۱	بقه): تستى: 60 تشريحى: 0	زمان آزمون (دق	تعداد سوالات: تستى : 30٪ تشريحى: 0	
		قصصی ۲،زبان تخصصی۲	عنـــوان درس: زبان تخصصی ۱،زبان تغ	
		ی ۱۲۱۲۰۲۳ – ، مدیریت صنعتی ۳۴۰ نی، مدیریت دولتی، مدیریت صنعتی	رشته تحصیلی/کد درس: (مدیریت دولت مدیریت بازرگا	
22-There is ain the c	lassification of all living	creatures.		
^{1.} hierarch	^{2.} hierarchical	3. hierarchy	4. hierarchically	
	-	s the health of the organi ing may be used. 'Permi	ization and set up plans of t' means	
1. live	^{2.} let	^{3.} refuse	^{4.} reject	
24-The organization that is	s not <u>creative</u> and innov	ative may not survive. 'C	reative' means	
صادر کننده .1	وارد کننده ^{.2}	^{3.} خلاق	4. مهجور	
25- The <u>production manage</u> means	er must work with the m	arketing managers. 'Prod	duction manager'	
مدیر داخلی ¹ .	مدير توليد ^{.2}	انحصار مديريت ^{.3}	مدیر روابط عمومی ^{4.}	
26-Most managers agree t response to significant successful' means	developments, such as o	to be successful, it must customer needs. If an org	_	
اگر سازمان موفقی پیدا شود .1		هرچند سازمانها موفق هستند ^{.2}		
^{3.} چنانچه سازمانها بتوانند		اگر سازمانی بخواهد موفق باشد ^{4.}		
27-In process consultation the dynamics of their w	· · · · · · · · · · · · · · · · · · ·	_	to help them understand 'Consultant' means	
سخنگو 1.	مشاور ^{2.}	م عاو ن ^{3.}	4. دستيار	
28-The working relationsh used to improve the eff		e individuals is one of the s. 'Working relationship'		
رابطه اداری 1۰	مسیر کشتیرانی ^{2.}	رابطه کاری ^{.3}	^{4.} كار كردن سريع	
29-Their continuing succes means	s means that they will n	eed to <u>hire</u> many staff o	ver the coming year. 'Hire'	
استخدام کردن 1.	اخراج کردن ^{2.}	عقب انداختن ^{3.}	اجاره دادن ^{4.}	
30- The company offered a	comprehensive training	; for the workers. 'Compr	rehensive' means	
ناقص 1.	2. مبهم	مختصر ^{3.}	^{4.} جامع	